BEFORE

THE PUBLIC SERVICE COMMISSION OF SOUTH CAROLINA DOCKET NO. 2020-252-T

Application of James Powell d/b/a A to B Moving Services for a Class E (Household Goods) Certificate of Public Convenience and Necessity for Operation of Motor Vehicle Carrier

PREFILED DIRECT TESTIMONY OF JAMES POWELL

- 1 Q. Please state your name, employer, and business address.
- 2 A. My name is James Powell; I am the owner of A to B Moving Services A to B Moving
- 3 Services, ("A to B Moving Services") located at 1286 Bacon Road, Aiken, South Carolina (29805).
- 4 Q. What is the purpose of your testimony?
- 5 A. I am testifying in support of A to B Moving Services' Application for a Class E Certificate
- 6 of Public Convenience and Necessity with authority to serve Aiken, Lexington, and Barnwell
- 7 counties.
- 8 Q. Please tell the Commission about your education and work history?
- 9 A. I earned a G.E.D at the age of 18 and worked for A to Z Moving Services for two years.
- 10 After A to Z, I worked as a gas line surveyor, and in a private jet manufacturer in Chesterfield
- 11 Missouri.
- 12 Q. Please describe the services A to B Moving Services wants to provide.
- 13 A. A to B Moving Services will provide all services associated with household goods moving,
- such as packing, unpacking, and physical labor.
- 15 Q. How employees will A to B Moving Services have?

- 1 A. A to B Moving Services will initially have three employees.
- 2 Q. How will you train your employees?
- 3 A. New hires will be sent to jobs with a crew leader and shown the safest and most efficient
- 4 way to move and transport household goods. We will also use instructional online videos.
- 5 Q. Does A to B Moving Services own or lease any vehicles?
- 6 A. Yes, A to B Moving Services owns a 2001 Isuzu FTR Box Truck.
- 7 Q. Does A to B Moving Services plan to acquire other vehicles?
- 8 A. Yes, I would like to purchase a second box truck.
- 9 Q. Will A to B Moving Services be insured?
- 10 A. Yes, insurance quotes for \$1,000,000 in general liability insurance (\$2,000,000 aggregate)
- and \$25,000 in cargo insurance are attached to our Application.
- 12 Q. Has A to B Moving Services submitted a tariff?
- 13 A. A tariff is attached as Exhibit A.
- 14 Q. How will you quote the cost of a move to a customer?
- 15 A. A to B Moving Services will only provide an estimated cost of a move, not a fixed price.
- Our quotes are based upon square footage, moving experience and what clients convey they need
- moved. On-site estimates will be performed if deemed necessary.
- 18 Q. Does A to B Moving Services have a Bill of Lading?
- 19 A. Yes, I've attached a Bill of Lading form to my testimony as Exhibit B.
- 20 Q. Will A to B Moving Services provide a Bill of Lading for each move it conducts?
- 21 A. Yes.
- 22 Q. Why do you believe there is a need for A to B Moving Services' services in South
- 23 Carolina?

- 1 A. South Carolina's economy is recovering from the initial effects of the COVID-19
- 2 pandemic, and the housing market is growing. As the housing market grows, more people need
- 3 the services of good moving companies. According to the Federal Reserve, the state's
- 4 unemployment rate is 4.2%, well below the national average of 6.9%. See
- 5 https://www.richmondfed.org/~/media/richmondfedorg/research/regional economy/reports/snapshot/pdf/
- 6 snapshot sc.pdf. In October 2020, new residential housing permits were up 34.6% from October
- 7 2019. The United States Census Bureau estimates South Carolina grew by 11.3% to over 5 million
- 8 people between April 1, 2010, and July 1, 2019. See U.S. Census Bureau Quick Facts, South
- 9 Carolina, www.census.gov/quickfacts/sc. These numbers suggest the demand for qualified movers
- will be strong.
- 11 Q. How will A to B Moving Services reach its customers?
- 12 A. We plan to market A to B Moving Services with social media, Facebook, and by
- distributing business cards and other promotional materials.
- 14 Q. Is A to B Moving Services financially able to provide service to the public?
- 15 A. Yes. As shown on our application, A to B Moving Services is financially viable.
- 16 Q. Are there any outstanding court orders or judgments against A to B Moving Services
- or you, personally?
- 18 **A.** No.
- 19 Q. Are you aware of any complaints filed against A to B Moving Services or you with the
- 20 Better Business Bureau, the Chamber of Commerce, or any state or municipal court or
- 21 agency?
- 22 **A.** No.
- 23 Q. Have you ever been convicted of a crime?
- 24 A. No.

- 1 Q. Are you familiar with, and do you agree to comply with, the statutes and regulations
- 2 that govern the operation of intrastate household goods movers in South Carolina?
- 3 A. Yes, and A to B Moving Services will comply with them.
- 4 Q. Have you published a notice of A to B Moving Services' application?
- 5 A. Yes. Notice of A to B Moving Services' application was published in the Aiken Standard
- 6 and North Augusta Star newspapers on November 1, 2020. An affidavit of publication has been
- 7 filed with the Commission.
- 8 Q. What is A to B Moving Services' plan for the next five years?
- 9 A. A to B Moving Services plans to apply for statewide authority soon. The company will
- also acquire another moving truck to keep up with demand for moving services.
- 11 Q. Does this conclude your testimony?
- 12 A. Yes.

EXHIBIT A

REGULATIONS AND SCHEDULE OF CHARGES APPLICABLE TO CERTAIN INTRASTATE HOUSEHOLD GOODS MOVES WITHIN THE STATE OF SOUTH CAROLINA

James Powell d/b/a A to B Moving and Services South Carolina Household Goods Tariff

CONTENTS

Applicab	ility of Tariff	3
SECTION	1	3
1.0	Transportation Charges	3
1.1	Hourly Rates and Charges	rror! Bookmark not defined.
1.2	Minimum Hourly Charges:	4
SECTION	2	4
2.0	Additional Services	4
2.1	Bulky Article Charges (per item)	4
2.2	Elevator or Stair Carry	5
2.3	Excessive Distance or Long Carry Charges	5
2.4	Pick Up and Delivery	5
2.5	Packing and Unpacking	5
2.7	Articles, Special Servicing	5
2.8	Waiting Time	6
SECTION	3	6
3.0	Rules and Regulations	6
3.1	Claims	6
3.2	Computing Charges	6
3.3	Governing Publications	7
3.4	Valuation	7
3.5	Items of Particular Value	7
3.6	Bill of Lading, Contract Terms, and Conditions	7
3.7	Delays	8
APPENDI	ΧΔ	9

Date Proposed: 1/18/2021

Applicability of Tariff

This tariff contains the regulations and rates applicable to the provision of intrastate household goods moved by James Powell d/b/a A to B Moving and Services ("A to B"). These services are furnished between points and places in all South Carolina counties.

SECTION 1

1.0 Transportation Charges

Moves will be conducted on a "straight time" basis, with a minimum hourly charge as set out below plus actual travel time. For moves to and from destinations outside of Aiken County, the clock starts at the appropriate hourly rate when the movers leave the office and includes the movers' estimated return time to the office location. For moves within Aiken County, the clock starts when the movers arrive at the Customer's starting location and includes the movers' estimated return time to the office location.

Number of Movers	Hourly Charge		
Two Men and a	\$110.00		
Truck			
Three Men and a	\$150.00		
Truck			
Four Men and a	\$190.00		
Truck			
Each Additional Man	\$20.00 per man/per		
	hr.		

Date Proposed: 1/18/2021

James Powell d/b/a A to B Moving and Services South Carolina Household Goods Tariff

1.1 Minimum Hourly Charges:

The following minimum, charges apply:

Monday- Friday Two-Hour Minimum Charge Saturday- Sunday Two-Hour Minimum Charge Recognized Federal Holidays Two- Hour Minimum Charge

After the minimum hourly charge, the hourly rates are calculated in fifteen-minute increments. Any interim charge is rounded up to the next fifteen-minute increment. If customers cancel within 48 hours of their move, A to B will charge the applicable minimum. Customers are not charged an additional fee for overtime labor.

SECTION 2

2.0 Additional Services

The following charges shall be assessed in addition to the hourly rates quoted in Section 1 of this tariff, in connection with a move involving additional items.

2.1 Bulky Article Charges (per item)

- Floor Model Television (48" or above) \$120
- Pool Tables- \$250
- Gun cabinet \$100
- Steel Gun Cabinet (in excess of 400 lbs.) \$250
- Hot Tubs, Whirlpools \$250
- Riding Lawnmowers- \$120
- Freezers \$90
- Flat Screen Televisions (41" or above) \$70.00
- Pianos \$275

Date Proposed: 1/18/2021	
Effective Date:	

James Powell d/b/a A to B Moving and Services South Carolina Household Goods Tariff

2.2 Elevator or Stair Carry

A to B does not charge an additional fee for elevator or stair carry.

2.3 Excessive Distance or Long Carry Charges

A to B does not charge an additional fee for carrying articles an excessive distance to or from the motor vehicle.

2.4 Pick Up and Delivery

A to B does not charge an additional fee for making additional pick-ups or deliveries after the initial stop.

2.5 Packing and Unpacking

- **2.5.1** A to B does not charge an additional fee for packing and unpacking. The packing rate is the same as the hourly rate listed in Section 1; plus, the price of packing materials as listed on Appendix A.
- **2.5.2** A to B is not responsible for items packed by the customer. Boxes containing fragile or breakable items must be properly labeled. A to B reserves the right to decline any moves consisting of extremely large or fragile items.

2.7 Articles, Special Servicing

The rates and charges in this tariff do not include servicing or connection of appliances such as freezers, refrigerators, computer equipment, washers, dryers, televisions, and similar articles.

Date Proposed: 1/18/2021

Effective Date:

2.8 Waiting Time

The customer is charged the rates specified in Section 1 for all waiting time or delays which are not the fault of A to B.

SECTION 3

3.0 Rules and Regulations

3.1 Claims

- **3.1.1** All claims for loss, damage or overcharge must be written and should be attached to the Bill of Lading.
- **3.1.2** Claimant must notify carrier of all claims for concealed damage within 30 days of the move. A to B must be given reasonable opportunity to inspect damaged items.
- 3.1.3 Although our movers will be careful with your possessions, from time to time damages may occur. If damages are caused by our service, A to B reserves the right to repair the damage(s) in question. If we determine that damages cannot be repaired, we reserve the right to either replace or compensate (actual cash value) for the damage. If there is damage, notify A to B immediately. A to B will complete a Damage Report before leaving your site. If you discover damage after the move, call the office within 30 days of your move. No damage claims will be honored until the charges for moving services are paid in full. You will be asked to sign a Release of Liability acknowledging this.

3.2 Computing Charges

A to B's rates are computed by multiplying the applicable hourly rate by the time as provided in Section 1.

Date Proposed: 1/18/2021

3.3 Governing Publications

A to B's rates and charges are governed by the terms and conditions of this tariff, and the Rules and Regulations of the South Carolina Public Service Commission.

3.4 Valuation

- **3.4.1.** Standard. A to B's maximum liability shall be \$0.60 per pound for the actual weight of any lost or damaged article or articles. A claim for any article that may be lost, destroyed or damaged while in custody of A to B will be settled based on the value of the item or damage up to a maximum of the weight of the article times \$.60 per pound. This value is often less than the actual value of your article(s).
- **3.4.2.** Full (Replacement) Value Protection. Full replacement coverage is available upon request, or may be obtained from third-party providers

3.5 Items of Particular Value

A to B does not assume any liability whatsoever for documents, currency, credit cards, jewelry, watches, precious stones or articles of extraordinary value including accounts, bills, deeds, evidences of debt, securities, notes, postage stamps, stamp collections, trading stamps, revenue stamps, letters or packets of letters, alcoholic beverages, firearms, coin collections, articles of peculiarly inherent or intrinsic value, precious metals or articles manufactured there from. A to B will not accept responsibility for safe delivery of such articles if they come into A to B's possession with or without A to B's knowledge.

3.6 Bill of Lading, Contract Terms, and Conditions

Each customer will be provided with a copy of A to B's Bill of Lading. The terms and conditions of the Bill of Lading, attached hereto, are hereby incorporated by reference.

Date Proposed: 1/18/2021

Effective Date:

3.7	Delays
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A to B shall not be liable for any delays in transporting household goods resulting from an Act of God or fault or neglect of any unforeseen entities.

Date Proposed: 1/18/2021

APPENDIX A

PRICING FOR PACKING MATERIALS:				
Boxes (Small, Medium, Large)	\$2.00 per box			
Wardrobe Box	\$2.00 per box			
Packing Paper ((30in x 24in)	\$10.00 per roll			
Bubble Wrap (12in x 10in)	\$5.00 per roll			
Tape	\$4.00 per roll			
Shrink Wrap	\$20 per roll			
Mattress Bags	\$10 per bag			
Mirror Carton Box	\$5 per carton (includes 4 pieces)			
Paper Pads	\$% per /pad			
Wine/Bottle Boxes	\$10 per box			
TV Boxes	\$25 per/box			
Tall Boxes (for rugs, carpet rolls, fishing poles)	\$5/per box			
Picture Boxes	\$10/per box			

Date Proposed: 1/18/2021

EXHIBIT B

UNIFORM HOUSEHOLD GOODS BILL OF LADING AND FREIGHT BILL

PSC

James Powell d/b/a A to B Moving Services 1286 Bacon Road Aiken, South Carolina 29805 (803) 645-2572

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CONTRACT TERMS AND CONDITIONS

Sec.1. (a) The carrier or party in possession of any of the property herein described shall be liable as at common law for any loss thereof or damage thereto, except as hereinaft provided.

(b) No carrier or party in possession of all or any of the property herein described shall be liable for any loss thereof or damage thereto or delay caused by the act of God, the public enemy, the acts of public authority, quarantine, riots, strikes, perils of navigation the act or default of the shipper or owner, the nature of the property or defe or inherent vice therein. Except in case of negligence of the carrier or party in possession, no carrier or party in possession of all or any of the property herein described shall be liable for the loss or damage thereto or responsible for its condition, operation or functioning, whether or not such property or any part of it is packed, unpacked, or packed. and unpacked by the shipper or its agent or the carrier or its agent. Except in case of negligence of the carrier or party in possession, no carrier or party in possession of all any of the property herein described shall be liable for damage to or loss of contents of pieces of furniture, crates, bundles, cartons, boxes, barrels or other containers unless such contents are open for the carrier's inspection and then only for such articles as are specifically listed by the shipper and receipted for by the carrier or its agent.

(c) Except in case of negligence of the carrier or party in possession, the carrier or party in possession of any of the property herein described shall not be liable for delay caused by highway obstruction, or faulty or impassable highway, or lack of capacity of any highway, bridge, or ferry, or caused by breakdown or mechanical defect of

vehicles or equipment.

(d) Except in case of negligence of the carrier or party in possession, the carrier or party in possession shall not be liable for loss, damage, or delay occurring while (d) Except in case of negligence of the carrier of party in possession, the carrier of party in possession shall have been such request was made before or after the property is stopped and held or stored in transit upon request of the shipper, owner, or party entitled to make such request, whether such request was made before or after

the carrier comes into possession of the property.

(e) In case of quarantine, the property may be discharged at the risk and expense of the owners into quarantine depot or elsewhere, as required by quarantine regulations, or authorities, and in such case, carrier's responsibility shall cease when the property is so discharged, or property may be returned by carrier at owner's expense to shipping point earning charges both ways. Quarantine expenses of whatever nature or kind upon or in respect to property shall be borne by the owners at the property or the a lien thereon. The carrier shall not be liable for loss or damage occasioned by fumigation or disinfection or other acts done or required by quarantine regulations or authorities even though the same may have been done by carrier's officers, agents, or employees, nor for detention, loss, or damage of any kind occasioned by quarantine or the enforcement. thereof. No carrier shall be liable, except in case of negligence, for any mistake or inaccuracy in any information furnished by the carrier, its agents, or officers, as to quarantine laws or regulations. The shipper shall hold the carriers harmless from any expense they may incur or damages they may be required to pay, by reason of the introduction of the property covered by this contrast into any place against the quarantine laws or regulations in effect at such place.

Sec. 2. (a) No carrier is bound to transport said property by any particular schedule, vehicle, train or vessel or otherwise than with reasonable dispatch. Every carrier share the right in case of physical necessity to forward said property by any carrier or route between the point of shipment and the point of destination. In all cases not prohibited by law, where a lower value than actual value has been represented in writing by the shipper or has been agreed upon in writing as the released value of the property determined by the classification or tariffs upon which the rate is based, such lower value shall be the maximum amount to be recovered, whether or not such loss or damage

occurs from negligence.

(b) As a condition precedent to recovery, claims must be filed in writing with the receiving or delivering carrier, or carrier issuing this bill of lading, or carrier possession of the property when the loss, damage, injury or delay occurred within 30 days after delivery of the property (or in case of export traffic, within nine months af delivery at port of export) or, in case of failure to make delivery, then within nine months after a reasonable time for delivery has elapsed; and suits shall be instituted again son any carrier only within two years and one day from the day when notice in writing is given by the carrier to the claimant that the carrier has disallowed the claim or any part (a) parts thereof specified in the notice. Where claims are not filed or suits are not instituted thereon in accordance with the foregoing provisions, no carrier hereunder shall by liable and such claims will not be paid.

(c) Any carrier or party liable on account of loss or damage to any of said property shall have the full benefit of any insurance that may have been effected upon or on account of said property so far as this shall not avoid the policies or contracts of insurance; provided that the carrier reimburse the claimant for the premium paid thereon.

Sec. 3. Except where such service is required as the result of carrier's negligence, all property shall be subject to necessary cooperage, packing and repacking at owner's cost Sec. 4. (a) Property not received by the party entitled to receive it within the free time (if any) allowed by tariffs lawfully on file (such free time to be computed as there) provided) after notice of the arrival of the property at destination or at the port of export (if intended for export) has been duly sent or given, and after placement of the property for delivery at destination, or at the time tender of delivery of the property to the party entitled to receive it or at the address given for delivery has been made, may be kept in vehicle, warehouse or place of business of the carrier, subject to the tariff charge for storage and to carrier's responsibility as warehouseman, only, or at the option of the carrier may be removed to and stored in a warehouse at the point of delivery or at other available points, at the cost of the owner, and there held without liability on the part of the carrier, and subject to a lien for all transportation and other lawful charges, including a reasonable charge for storage. In the event the consignee can not be found at the address given for delivery, then in that event, notice of the placing of such goods in warehouse shall be left at the address given for delivery and mailed to any other address given for

the bill of lading for notification, showing the warehouse in which such property has been placed, subject to the provisions of this paragraph.

(b) Where nonperishable property which has been transported to destination hereunder is refused by consignee or the party entitled to receive it upon tender delivery, or said consignee or party entitled to receive it fails to receive it or claim within 15 days after notice of arrival of the property at destination shall have been duly seme or given, the carrier may sell the same at public auction to the highest bidder, at such place as may be designated by the carrier; provided, that the carrier shall have first mailed sent, or given to the consignor notice that the property has been refused or remains unclaimed, as the case may be, and that it will be subject to sale under the terms, of the bill of lading if disposition be not arranged for, and shall have published notice containing a description of the property, the name of the party to whom consigned, and the time and place of sale, once a week for two successive weeks, in a newspaper of general circulation at the place of sale or nearest place where such newspaper is published; provided that 30 days shall have elapsed before publication of notice of sale after said notice that the property was refunded or remains unclaimed was mailed, sent, or given.

(c) Where perishable property which has been transported hereunder to destination is refused by consignee or party entitled to receive it, or consignee or par entitled to receive it shall fail to receive it promptly, the carrier may, in its discretion, to prevent deterioration or further deterioration, sell the same to the best advantage private or public sale; provided, that if there be time for service of notification to the consignor or owner of the property or the failure to receive it and requestion of the property such position of the property o for disposition of the property, such notification shall be given, in such manner as the exercise of due diligence requires before the property is sold.

(d) Where the procedure provided for in the two paragraphs last preceding is not possible, it is agreed that nothing contained in said paragraphs shall be construed

to abridge the right of the carrier at its option to sell the property under such circumstances and in such manner as may be authorized by law

(e) The proceeds of any sale made under this section shall be applied by the carrier to the payment of advances, tariff charges, packing, storage, and any other lawful charges and the expense of notice, advertisement, sale, and other necessary expense and of caring for and maintaining the property, if proper care of the same requires special expense; and should there be a balance, it shall be paid to the owner of the property sold hereunder.

(f) Where the carrier is directed to load property from (or render any services at) a place or places at which the consignor or his agent is not present, the property share be at the risk of the owner before loading.

Where the carrier is directed to unload or deliver property (or render any services) at the place or places at which the consignee or its agent is not present, the property shall be at the risk of the owner after unloading or delivery.

Sec. 5. No carrier hereunder will carry or be liable in any way for any documents, specie, or for any articles of extraordinary value not specifically rated in the publishe🕰 classification or tariffs unless a special agreement to do so and a stipulated value of the articles are endorsed hereon.

Sec. 6. Explosives or dangerous goods will not be accepted for shipment. Every party whether principal or agent shipping such goods shell be liable for and indemnify the carrier against all loss or damage caused by such goods and carrier will not be liable for safe delivery of the shipment

Sec. 7. The owner or consignee shall pay the advances, tariff charges, packing and storage, if any, and all other lawful charges accruing on said property; but, except in those instances where it may lawfully be authorized to do so, no carrier shall deliver or relinquish possession at destination of the property covered by this bill of lading until all tariff rates and charges thereon have been paid. The consignor shall be liable for the advances, tariff charges, packing, storage and, all other lawful charges, except that if the consignor stipulates, by signature, in the space provided for that purpose on the face of this bill of lading that the carrier shall not make delivery without requiring payment of such charges and the carrier, contrary to such stipulation shall make delivery without requiring such payment, the consignor (except as hereinafter provided) shall not be liable for such charges; Provided, that, where the carrier has been instructed by the shipper or consignor to deliver said property to a consignee other than the shipper or consignor, such consignee shall not be legally liable for transportation charges in respect of the transportation of said property (beyond those billed against him at the time of delivery for which he is otherwise liable) which may be found to be due after the property has been delivered to him. If the consignee (a) is an agent only and has no beneficial title in said property, and, (b) prior to delivery of said property has notified the delivering carrier in writing of the fact of such agency and absence of beneficial title, and in the case of a shipment reconsigned or diverted to a point other than that specified in the original bill of lading, has also notified the delivering carrier in writing of the name and address of the beneficial owner of said property; and in such cases the shipper or consignor, or, in the case of a shipment so reconsigned or diverted, the beneficial owner, shall be liable for such additional charges. If the consignee has given to the carrier erroneous information as to who the beneficial owner is, such consignee shall himself be liable for such additional charges. Nothing herein shall limit the right of the carrier to require at time of shipment, the prepayment of the charges. If upon inspection it is ascertained that the articles shipped are not those described in this bill of lading, the advances or tariff charges must be paid upon the articles actually shipped.

Sec. 8. If this bill of lading is issued on the order of the shipper, or his agent, in exchange or in substitution for another bill of lading, the shipper's signature to the prior bill of lading as to the statement of value or otherwise, or election for common law or bill of lading liability, in or in connection with such prior bill of lading, shall be considered

a part of this bill of lading as fully as if the same were written or made in or in connection with this bill of lading.

Sec. 9. Any alteration, addition or erasure in this bill at lading which shall be made without the special notation hereon of the agent of the carrier issuing this bill of lading shall be without effect and this bill of lading shall be enforceable according to its original tenor.